

Message Text

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FOR GARRISON FROM DYESS (NOT CLEARED WITH BLACKWELL)

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TAGS: US, UR, EWWT

SUBJECT: MARITIME TALKS

1. BLACKWELL AND AVERIN APPEAR TO HAVE REDUCED SIGNIFICANTLY THEIR DIFFERENCES OVER THE THREE ISSUES WHICH HARTMAN TOOK UP WITH VORONTSOV ON MARCH 3. SINCE THESE ISSUES WOULD ALSO BE GERMANE TO A NEW AGREEMENT, IT CAN FAIRLY BE SAID THAT PROGRESS WAS MADE ON THIS AGENDA ITEM AS WELL. NOTE WAS TAKEN BY BOTH SIDES THAT MARINE INSURANCE QUESTION WOULD BE TAKEN UP NEXT MONTH IN THE MEETING OF THE US-USSR JOINT COMMERCIAL COMMISSION. ONLY ON THE QUESTION OF RATES BEYOND MARCH 31 WAS THERE NO AGREEMENT AS THE US DELEGATION DEPARTED FOR THE AIRPORT. HOWEVER, SINCE NEGOTIATIONS BETWEEN BLACKWELL AND AVERIN OFTEN CONTINUE TO THE DOOR OF THE PLANE, A LAST-MINUTE BREAKTHROUGH IS NOT TO BE EXCLUDED.

2. THERE WAS ALSO AGREEMENT TO MEET ON MAY 26 (TENTATIVE) IN WASHINGTON TO CONTINUE DISCUSSIONS ON RENEWAL OF THE PRESENT AGREEMENT, WHICH EXPIRES DECEMBER 31.

3. THE SOVIET TURN AROUND ON CARGO SHARING, CORN IN TANKERS, AND THE LENGTH OF ACCOUNTING PERIODS WAS REMARKABLE--APPROX 180 DEGREES ON EACH ITEM. ON CARGO SHARING THE SOVIETS (AVERIN
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AND MASLOV) TOLD BLACKWELL AND ME THAT THE FORMULA "AT LEAST

ONE THIRD" PLUS "PARITY" WITH SOVIET SHIPPING IN CARRIAGE OF AMOUNTS BEYOND ONE THIRD APPLIED IN EFFECT TO ALL RPT ALL BILATERAL CARGO, WHETHER THE CARGO WAS "CONTROLLED" OR NOT. MASLOV STATED EXPLICITLY IN AVERIN'S PRESENCE THAT THE SOVIETS WERE ABLE TO APPLY THE FORMULA BECAUSE THE SOVIET FOREIGN TRADE ORGANIZATIONS BOUGHT FOB AND SOLD CIF, THUS ASSURING "CONTROL" (AS DEFINED BY THE AGREEMENT) OF ALL THESE SOVIET IMPORTS AND EXPORTS. (THE CARGO-SHARING ISSUE ORIGINALLY AROSE LAST YEAR WHEN AVERIN AND MASLOV CLAIMED THAT FTO TRANSACTIONS WERE NOT RPT NOT COVERED BY THE MARITIME AGREEMENT.)

4. AVERIN ANNOUNCED WITH A SENSE OF DRAMA AT THE MARCH 13 SESSION THAT EXPORTKHLB HAD RESCINDED ITS ORDER THAT CORN BE SHIPPED ONLY IN DRY BULKERS. IN SO DOING SO EXPORTKHLB REQUESTED ONLY THAT CERTAIN PROCEDURES BE FOLLOWED IN LOADING CORN IN TANKERS, WHICH IT APPEARS WOULD BE COSTLY BUT WITHIN REASON.

5. AVERIN COMPLETELY WITHDREW HIS "PROPOSAL" (WHICH HAD EARLIER APPEARED AS SOVIET INSISTANCE) THAT ACCOUNTING AND OFFERING PERIODS BE REDUCED FROM QUARTERLY TO MONTHLY. AVERIN SAID THE SOVIETS PREFER SHORTER PERIODS, BUT WOULD GO ALONG WITH THE PRESENT PRACTICE SINCE THE US SIDE OBJECTED TO CHANGES.

6. BEGIN COMMENT: AVERIN APPEARED TO BE FORTHCOMING, BUT THE FACT SHOULD BE REMEMBERED THAT THE SOVIET POSITION ON ALL THREE ISSUES WAS CLEARLY CONTRARY TO THE PRESENT AGREEMENT AND/OR JOINT MEMORANDA. THE SOVIETS THUS CONCEDED NOTHING EXCEPT ON ISSUES WHICH THEY CREATED BY ATTEMPTING TO ACT UNILATERALLY.

7. IN RESPONSE TO AVERIN'S COMMENTS AND QUESTIONS TO ME PRIVATELY, I TOLD HIM WE VALUED US-SOVIET MARITIME COOPERATION AND THAT THE US SIDE WOULD MAKE A DETERMINED EFFORT TO REACH A NEW AGREEMENT.
STOESSEL

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